

Message Text

UNCLASSIFIED

PAGE 01 VIENNA 08073 071141Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 (ISO) W
-----126261 161622Z /50

R 071046Z SEP 77
FM AMEMBASSY VIENNA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3213
AMEMBASSY BRUSSELS

UNCLAS VIENNA 8073

COMMERCE FOR SIPS

BRUSSELS FOR FAA

E.O. 11652: N/A
TAGS: BEXP, EAIR, AU
SUBJECT: PRODUCT OPPORTUNITY-JOINT CIVIL/MILITARY AUTOMATED ATC
(STATUS REPORT)

REF: VIENNA 7758 AND PREVIOUS

1. ACCORDING TO SPERRY-UNIVAC OFFICIALS WHO WERE PRESENT AT
SEPTEMBER 5 BAZ PUBLIC OPENING OF BIDS, FOLLOWING REPRESENT
OFFERS SUBMITTED FOR THE COMPUTER COMPLEX PORTION OF THE
ATC (ALL FIGURES ARE U.S. DOLLARS UNLESS OTHERWISE SHOWN):

BIDDER	HARDWARE	SOFTWARE	RADAR DATA	TOTAL
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EXTRACTERS

PLESSEY	8,016,371	7,022,426	3,605,875	18,644,672
THOMSON CSF	8,774,440	6,335,340	1,697,060	16,806,840
SPERRY UNIVAC	8,471,829	7,081,592	3,072,116	18,625,537
STANSAAB	7,397,350	6,558,750	2,117,720	16,073,820

2. FOLLOWING FIRMS BID ONLY ON PORTIONS OF TENDERS
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INDICATED:
SCS HAMBURG (SOFTWARE ONLY): \$6,348,547;
RATIO (AUSTRIAN FIRM): (A) NEW IBM-MANUFACTURED HARDWARE:
\$9,882,727; (B) USED HARDWARE: \$6,831,301; (C) EQUIPMENT
FOR EXPANSION OF EXISTING ATC EQUIPMENT: \$3,606,230;
TELEFUNKEN (RADAR D.E. ONLY): DM 4,891,555;
CONTROL DATA CORP. (HARDWARE ONLY): A.S. 114,331,835

(CA. \$8,490,107).

3. UNIVAC REPS TOLD EMBOFF THAT ITS \$18,625,537 PRICE TAG INCLUDES TWO INTERRELATED COMPUTER SYSTEMS WHICH WOULD ALLOW BAZ GRATER APPLICATION. THIS PRICE ALSO INCLUDES COST OF PROGRAMMING IN AUSTRIA BY U.S. TECHNICIANS. UNIVAC HAS ALSO SUBMITTED OPTIONAL PROPOSAL FOR PROGRAMMING IN U.S. (SEE VIENNA 6641) WHICH SUBSTANTIALLY REDUCES OVERALL COST AND IN FACT, IF ACCEPTED , WILL MAKE UNICAC CHEAPER THAN ANY OF ITS COMPETITORS ON BASIS OF ABOVE FIGURES. UNIVAC IS THEREFORE CONFIDENT IT STANDS GOOD CHANCE OF WINNING CONTRACT.

4. TO IMPRESS UPON GOA THE SERIOUSNESS OF ITS INTEREST IN SERVING THE COUNTRY'S CIVAIR NEEDS, UNIVAC INTENDS TO BRING ITS VICE PRESIDENT AND GENERAL MANAGER OF DEFENSE SYSTEMS DIVISION, R.L. SEEBERG, TO VIENNA IN LATE SEPTEMBER. SEABERG WILL HOST RECEPTION FOR AUSTRIAN DECISION-MAKERS.

EMBASSY HAS AGREED TO ASSIST IN PROVIDING NAMES OF APPROPRIATE GUESTS. WOLF

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID), COMPUTERS, INVESTMENT OPPORTUNITIES
Control Number: n/a
Copy: SINGLE
Sent Date: 07-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977VIENNA08073
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770337-0630
Format: TEL
From: VIENNA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770989/aaaacwvi.tel
Line Count: 83
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7c83aa4a-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 VIENNA 7758
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 02-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1355383
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY-JOINT CIVIL/MILITARY AUTOMATED ATC (STATUS REPORT)
TAGS: BEXP, EAIR, AU
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/7c83aa4a-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
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